FEI Financial Leadership Summit
Evolving the Office of Finance. Why?

Ken Lavoie – SVP
Global Sales and Business Development
THE PACE OF CHANGE IS ACCELERATING
Economic pressure (profits!)
Competitive landscape
Volatility in the market place
Changing workforce demographics (Millennials)
Data flow – Volume and Velocity
Hi, How are you?
Today 15:37

Yeah good, what's going on?
Today 15:39

Going to get some food. Meet you there?
Today 15:37

Ok, I can be there in about 10 mins
Today 15:39
“My career will be one of choice, not one chosen out of desperation. It will align who I am with what I do.”

Male graduate employer, USA
Donald Trump wipes off $1bn from Boeing's stock market value with single tweet

Minutes before he sent the tweet, the CEO of Boeing was reported to have expressed doubt about Mr Trump's plans on international trade

Rachael Revesz New York | @RachaelRevesz | Tuesday 6 December 2016 15:15 GMT | 112 comments
Clinton tweet spooks investors
Biotech ETF tumbles on 'price gouging' comment

Hillary Clinton @HillaryClinton
Price gouging like this in the specialty drug market is outrageous. Tomorrow I'll lay out a plan to take it on. -H

10:56 AM - 21 Sep 2015

Retweets 2,329 Likes 2,740
50 years ago yesterday = 5 years from today.
WHY ARE SO MANY PEOPLE TALKING ABOUT “THE FUTURE OF THE OFFICE OF FINANCE?”
The Business cannot survive in these conditions without a more robust office of finance.
The Business cannot survive in these conditions without a more robust office of finance.
A MORE ROBUST OFFICE OF FINANCE?

Insight

Hindsight

Foresight
WHY FINANCE IS THE PERFECT HOME FOR THIS?
DATA STREAMS NEED TO BE CAPTURED, INTEGRATED, INTERPRETED AND PRESENTED IN CONSUMABLE FORMATS
WHAT DOES THIS MEAN?

...IT MEANS GOING FAR BEYOND YOUR NORMAL ACCOUNTING PROCESSES
THINK FINANCIAL PLANNING & BUSINESS ANALYTICS ON STEROIDS
The Future Brought to You by NASA

America is beginning an exciting new chapter in space exploration. To enable the future, NASA has developed a set of roadmaps to define the key new technologies required for our human and robotic explorers to safely venture into deep space, to better understand how our own solar system evolved, and to unravel the mysteries of our universe.

The map you see here is a graphical representation of the NASA Space Technology Roadmaps, serving as a portal to the various technologies that NASA is developing. Let this technology portal serve as a starting point for your adventures beyond the bounds of Earth...

To learn more visit www.nasa.gov/oct
BALANCING DATA STREAMS WITH THAT FROM YOUR HUMAN CAPITAL

- Balancing raw data streams with that from human capital
- Extracting insights
- Modelling implications
- Real-time forecasting
- Data presentation
- And... coming with valuable recommendations
Q: What will they say about you in 5 years?
MAKE YOUR DATA EASY

INVEST IN INFRASTRUCTURE

YOUR PEOPLE

TECHNOLOGY IS YOUR FRIEND

PARTNER WITH THE BUSINESS
Questions?

- Discussion topics?
  - CPM evolution (cost, capability, data access, ease of use)
  - SaaS or On-premise (cost, IT support, data integration, self-service)
  - Sneak peak demo
  - Working with Millennials
WHAT IS CORPORATE PERFORMANCE MANAGEMENT?
TODAY, MANY ENVIRONMENTS LOOK LIKE THIS

And you have all of this for budgets, actuals and forecasts!!!

Resulting in overwrites, deletions, lost versions late nights and confusion!
TODAY, MANY ENVIRONMENTS LOOK LIKE THIS

General Ledger System

Payroll Expense System

CRM Revenue System

MASSIVE SPREADSHEETS

Dept A

Dept B

Dept C

YTD Actuals
TODAY, MANY ENVIRONMENTS LOOK LIKE THIS

BUT IT DOESN’T HAVE TO BE THIS WAY...

and it only gets worse over time...
WHAT WE DO

ENABLES YOU TO AUTOMATE THE MANAGEMENT CYCLE OF CONSOLIDATION AND REPORTING, ANALYSIS, MODELING AND PLANNING
HOW WE DO IT

Import / Integration Wizard

Data Systems

Reports and Templates
Input Templates
Reports
Dashboards

Models
Process Definitions & Calculations

Drill back to view transaction data

Payroll
Excel / CSV
Syspro
CRM
ERP 2
LIVE DEMO – 28TH NOVEMBER AT 10AM
James Hanson
VP Business Development
Prophix Software UK

Tel: +44 (0)118 900 1908
Mobile: +44 (0)7798 802447
Email: jhanson@prophix.com

Davidson House
Forbury Square
Reading, Berkshire

www.prophix.com